

ARE YOU A BUSINESS OWNER?
ARE YOU THINKING ABOUT STARTING A NEW BUSINESS OR ENTERPRISE?

If so, *The Enterprise Fair* is for you!

This event is your key to resources on financing, marketing, business planning, web site development, e-commerce, government purchasing, and more.



The Enterprise Fair is FREE, and intended to provide resources that will enable businesses and start-

ups to plan, market, finance, and grow to their maximum longterm success and profitability. Participants can browse the resource fair, speak to business advisors, hear entrepreneurial success stories, tour business incubator facilities, and attend elective workshops on topics most relevant to their business needs.

Lunch and refreshments will be provided at no cost.

All are invited and welcome to attend. The schedule is flexible. Tours, workshops, and the resource fair will be available at a variety of times during the day to accommodate working schedules. Those with scheduling conflicts are welcome to attend for part of the day.

Take action to make your business thrive in 2006!



PROGRAM SCHEDULE: MAY 15, 2006

8:00-9:00 am	Registration, Refreshments, Resource Fair
9:00-9:30 am	Welcome, Congressman Rick Boucher
9:30-11:00 am	Ideas to Action; Starting Your New Business or Enterprise
11:00 am-12:00 pm	Resource Fair, Incubator Tours, Individualized Consultations Available
12:00-1:15 pm	Lunch and Entrepreneurial Success Stories
1:30-2:30 pm	Concurrent Workshops: Establishing A Business Doing Business with Government Marketing Your Business Web-site Development/E-Commerce Financing Your Business
2:45-3:45 pm	Concurrent Workshops: Establishing A Business Doing Business with Government Marketing Your Business Web-site Development/E-Commerce Financing Your Business
5:00-6:00 pm	Resource Fair, Refreshments, Individualized Consultations Available
6:00-7:30 pm	Ideas to Action; Starting Your New Business or Enterprise

For event details, go to www.vastartup.org.



EVENT SPONSORS



EVENT LOCATION

The Enterprise Fair will be held at



1117 East Stuart Drive
Galax, Virginia 24333

To get directions from your location, go to www.vastartup.org.

REGISTRATION FORM

NAME

STREET ADDRESS

CITY STATE ZIP

AREA CODE + TELEPHONE NUMBER

EMAIL

I WILL ATTEND THE FOLLOWING SESSION:

- ☐ Morning ☐ Afternoon
- ☐ Evening ☐ Entire event

I WILL ATTEND THE FOLLOWING WORKSHOP(S):

- ☐ Establishing A Business
- ☐ Doing Business with Government
- ☐ Marketing Your Business
- ☐ Web-site Development/E-Commerce
- ☐ Financing Your Business

SIGN UP FOR:

- ☐ I would like to reserve my lunch
- ☐ I provide services/resources/assistance to businesses. Please contact me so I can participate in the Resource Fair.

I AM (check all that apply):

- ☐ A business owner
- ☐ Interested in starting a new business or venture
- ☐ A resource or service provider to businesses
- ☐ A community supporter of business
- ☐ Interested in meeting one-on-one with a business advisor
- ☐ Interested in touring the Crossroads Incubator and learning more about their services.

WORKSHOP DESCRIPTIONS

Steps to Establishing a Business

This workshop will feature presenters that will guide you through a discussion of the steps required to successfully start a new business. The workshop will provide an overview along with a discussion of resources that are available. Presenters will also be able to answer specific questions concerning business start-ups.

Doing Business with Government

This workshop will feature presenters that will share information on the process of doing business with all levels of government. This will include an overview of the requirements, opportunities, concerns, and resources that can assist in this process. Presenters will also be able to take questions related to specific concerns that you may have.

Marketing Your Business

This workshop will engage participants in a discussion of the basic principles of business marketing and provide some examples and best practices that you can apply and use in your new or existing business.

Website Development/E-Commerce

This workshop will provide resources and tips on developing effective web-sites and utilizing the web and other strategies to enhance your business operations and marketing.

Financing Your Business

This workshop will provide information on specific funding opportunities available to new and existing businesses. There will also be some discussion of general strategies that can be used to effectively identify financing sources that best meet your needs.



www.vastartup.org

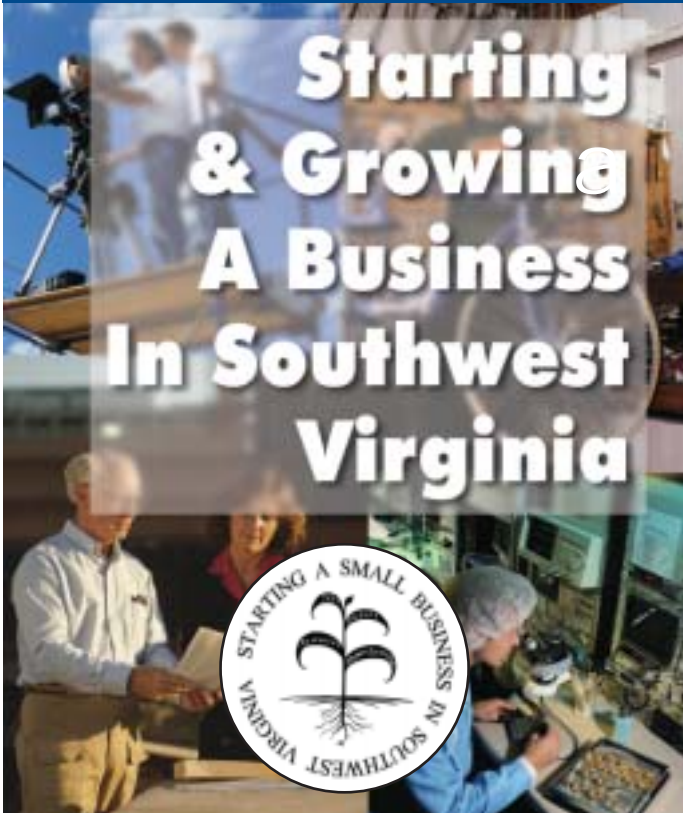
THE ENTERPRISE FAIR:

Starting & Growing A Business
in Southwest Virginia

May 15, 2006
The Crossroads Institute
Galax, Virginia

Advance registration is encouraged but not required. To register, complete the registration form and return, register on-line at www.vastartup.org or fax to 276-236-1338. For more information, contact The Crossroads Institute at 276-236-0435 or DBA at 276-676-3768.

THE
ENTERPRISE
FAIR



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The Crossroads Institute
Galax, Virginia
www.vastartup.org